



University of
NORTH ALABAMA
FOUNDATION

DEVELOPMENT COMMITTEE

UNA FOUNDATION

Friday, November 13, 2020; 9:30 – 10:30 a.m.

Zoom Meeting

AGENDA

- I. WelcomeStephanie Teichmiller '84, Chair
- II. Review of Prior Meeting Minutes.....Stephanie Teichmiller
- III. Office of Advancement Update..... Barbie Terry
 - 1830 Fund
 - Letter signed by Dr. Kitts to all solicitable addresses
 - Legacy Initiative
 - Expansion of Annual Giving Calendar
 - Maximum Impact Task Force
 - GeoFencing
 - Discovery Initiative
 - Events Update

MEMBERS

Stephanie Teichmiller '84, Chair

Derrick Mills '00

Melissa Long '79, Vice Chair

Sharon Harris '83

Lorri Glover '90

Robert Steele '78

Chester McKinney

David Sunseri '98

Barbie Terry, Staff Liaison

ARTICLE V, Section 5

The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in identifying and cultivating potential major donors.



**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Friday, July 24, 2020; 9:30 a.m. – 10:30 a.m.

Zoom Meeting

Present: Chair Jim Page, Vice Chair Brad Botes, Melissa Long, Chester McKinney, Derrick Mills, Uhland Redd, and Stephanie Teichmiller

Absent: Robert Steele

Others Present: none

Staff Liaison: Barbie Terry

The meeting was called to order at 9:30 a.m. by Jim Page, Chair. The meeting was held virtually on Zoom due to COVID-19 but all attending members were able to log in successfully. A welcome was extended by Chair Page. Chair Page presented the minutes from the March 13, 2020 meeting to the committee. A motion was made and the minutes from the previous meeting were approved. Chair Page then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry started with an update for Women of Influence. Ms. Terry was logged out during the update so Vice-Chair of the program, Stephanie Teichmiller, finished the update. Ms. Terry then shared that there will be an upcoming fundraising opportunity around Harrison Plaza that will provide participation opportunities at several entry points. She shared the importance of the committee being Champions of the project. The committee is on board and looks forward to the release of the campaign. Next, Ms. Terry shared that FY21 will bring a significant revamp to the President's Cabinet. The committee had a healthy discussion around donors giving to their areas of passion but also the importance of not abandoning the 1830 Fund. Member Derrick Mills used himself as an example and brought up ways to increase unrestricted funds for the Foundation if donors redirect funds. The question was asked if we have ever looked at the 2% fee taken on current use gifts. Ms. Terry noted as an action item to check when this has last been assessed and which committee this responsibility is assigned. The committee would like to see a peer assessment of fees of current use funds. She will follow up at the next meeting. Chair Page asked if there is a plan for raising money for Leo after the passing of his beloved sister, Una. Ms. Terry shared the LeoandUna.com website and the recent changes to the giving page to make giving easier for all constituent groups.

Next, Ms. Terry addressed fall events at the University. She noted that while some events like the Homecoming awards banquet and donors of distinction may be hybrid events, we are still in a fluid situation. There was discussion around Derby and sponsorships. There was a very healthy discussion around having conversations with current sponsors to encourage them to make a full donation this year with their current gift. The members of the committee who have paid agreed that they look forward to this conversation and in fact, it will be an opportunity for them to talk to Foundation representatives about their philanthropic passions and giving. Member Brad Botes recommended we also reach out to sponsors who have verbally committed and have the same conversation. Members recommended that these conversations happen sooner rather than later as they feel they have been in a sort of limbo with an understanding that Derby can't take place this year.

The meeting adjourned at 10:25 a.m. and Ms. Morgan Fowler moved the members from the virtual meeting space into the meeting at large space.